

## Message Text

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P R 252112Z MAR 74

FM SECSTATE WASHDC

TO AMCONSUL SAO PAULO PRIORITY

INFO AMEMBASSY BRASILIA

AMCONSUL RIO DE JANEIRO

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E.O. 11652: N/A

TAGS: BEXP, BR

SUBJ: MAJOR PROJECTS: SAO PAULO AIRPORT DEVELOPMENT

REF : SAO PAULO 481

1. J.P. BELLANACA, WASHINGTON REPRESENTATIVE FOR TIPPETTS-ABBETT-MCCARTHY-STRATTON, 1522 K ST., N.W., WASH., D.C. 20005, HAS CONTACTED MAJOR EXPORT PROJECTS DIVISION TO DISCUSS SAO PAULO AIRPORT DEVELOPMENTS REPORTED REFTEL. TAMS, A U.S. ENGINEERING COMPANY WHICH DESIGNED DALLAS-FORT WORTH INT'L. AIRPORT, IS INVOLVED IN SIMILAR PROJECTS THROUGHOUT WORLD AND IS EXTREMELY INTERESTED IN PURSUING SAO PAULO JOBS.

2. BELLANCA HAS REQUESTED CONGEN ADVICE RE SEVERAL ASPECTS OF THIS BUSINESS. THERE ARE THREE PRIMARY QUESTIONS. HOW ARE THE AIRPORTS TO BE FINANCED? HOW DO THE BRAZILIANS INTEND TO CARRY OUT THE JOBS? WOULD PROPOSALS BASED ON BRAZILIAN PARTICIPATION, INCLUDING LOCAL BANK FINANCING, ELICIT A MORE FAVORABLE RESPONSE THAN A STRAIGHT BID

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FROM THE U.S.

3. QUESTION RE FINANCING IS SIMPLE. CAN CONGEN LEARN WHETHER BRAZILIANS EXPECT TO MAKE THEIR OWN FINANCIAL ARRANGEMENTS OR CALL FOR PROPOSALS FROM BIDDERS EITHER TO COVER ENTIRE JOB OR SPECIFIC PHASES. THIS LEADS INTO SECOND QUESTION. THERE ARE SEVERAL APPROACHES TO AIRPORT CONSTRUCTION, EACH SEGMENT (I.E. FEASIBILITY STUDY, MASTER PLAN, DESIGN ENGINEERING, CONSTRUCTION, EQUIPMENT ACQUISITION) MAY BE PUT UP FOR SEPARATE BIDDING, THE ENTIRE JOB CAN BE OFFERED FOR TURNKEY BIDS, OR EARLY DESIGN ENGINEERING PHASES CAN BE SEPARATED FROM ACTUAL CONSTRUCTION AND EQUIPMENT PURCHASES. ANY INFORMATION CONGEN COULD DEVELOP RE BRAZILIAN INTENTIONS THIS REGARD MOST USEFUL.

4. FINAL QUESTION RE STRATEGY OF APPROACH QUITE IMPORTANT TO TAMS WHICH ALREADY CARRYING OUT DAM BUILDING JOB IN BELO HORIZONTE AND QUITE WILLING ARRANGE CONSORTIUM APPROACH WITH LOCAL PARTICIPATION BOTH FOR ACTUAL WORK AND FINANCING. FIRM ALREADY HAS EXPERIENCE WITH THIS APPROACH SINCE IT PRESENTLY INVOLVED IN SIMILAR ARRANGEMENT FOR BIDDING ON LISBON AIRPORT.

5. ANY ADVICE CONGEN CAN PROVIDE WOULD BE APPRECIATED. TAMS IS PREPARED TO SEND TEAM TO SAO PAULO FOR PRELIMINARY DISCUSSIONS WITH APPROPRIATE LOCAL OFFICIALS IF POST BELIEVES IT WORTHWHILE. IF CONGEN BELIEVES BRAZILIANS WOULD LIKE TO OPEN DIRECT CORRESPONDENCE WITH TAMS, BELLANCA WOULD WELCOME CONTACT. DECON FOLLOWING RECEIPT. RUSH

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**Concepts:** n/a  
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**TAGS:** BEXP, BR  
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